

Annual Report of

THE NASH MOTORS COMPANY

(MARYLAND CORPORATION)

F I S C A L Y E A R E N D E D N O V E M B E R 3 0 , 1 9 3 5

TO THE STOCKHOLDERS:

Progress in the affairs of your Company, reported to you a year ago for the preceding period, has continued and accelerated in the fiscal year ended November 30, 1935.

For the first eleven months of 1935 (the latest period for which comparative figures are available) your Company's U. S. registrations increased 44 per cent, while industry registrations increased 38 per cent.

This satisfactory development of the expansion program instituted two years ago is reflected in the Balance Sheet and Profit and Loss Statement of your Company for the fiscal year ended November 30, 1935.

Net results from operations for the year from all sources, after deducting all expenses, reserves, depreciation, State and Federal taxes, show a loss of \$610,227.40. This loss is determined after charging \$647,102.17 in respect to depreciation of physical properties. Dividends paid out by the Company during the year aggregated \$2,730,000.00 in cash, and the year's operations were closed with a balance amounting to \$24,520,514.31 in cash and United States Government securities.

In view of the progress which your Company has made, in the year just closed, toward attaining its objective in the volume market, this report is extremely encourag-

ing. Our 1936 line of cars has already established itself in public favor. It is smartly styled, soundly engineered, competitively priced. Ranging from LaFayette models starting at \$595 and extending to the luxurious Nash Ambassador Super Eight at \$995, it covers approximately 90% of the entire passenger car market. Its reception at the Automobile Shows, advanced into the latter months of 1935, has been reflected not only in increased consumer sales and dealer orders, but in an unmistakable stimulation of enthusiasm throughout our entire distributor and dealer organization. It will be backed during 1936 by a continuation of our present aggressive advertising.

Recent contacts by Company officials with our dealers and distributors throughout practically the entire United States indicate almost unprecedented enthusiasm and aggression in the maintenance and expansion of our present rate of sales growth. New dealers are being added and old dealers are increasing both their sales and service organizations and personnel.

We enter 1936 with confidence and optimism.

By order of the Board of Directors,

CHARLES W. NASH,

Chairman

January 8, 1936

BALANCE SHEET

AS AT NOVEMBER 30, 1935

CURRENT ASSETS:		ASSETS:	
Cash			\$ 3,765,545.56
U. S. Government Securities—at cost			
(Market Value November 30, 1935, \$21,938,648.43)			20,754,968.75
Total Cash and U. S. Government Securities			24,520,514.31
Accounts Receivable, less Reserve of \$18,010.12			892,138.77
Due from Subsidiary Companies—Current Accounts			221,095.32
Accrued Interest Receivable			258,829.62
Inventories of Raw Materials, Work in Process and Finished Product—at cost or market, whichever the lower			2,733,119.60
(Of the foregoing \$2,449,536.58 is covered by a physical inventory as taken by the Management, while the balance is based on factory records.)			
	TOTAL CURRENT ASSETS		\$28,625,697.62
Prepaid Insurance			42,037.87
INVESTMENTS:			
Treasury Stock—83,800 shares at market, which was less than cost at November 30, 1935		\$ 1,393,175.00	
Capital Stock of Seaman Body Corporation, an Associated Company, at cost (Equity November 30, 1935, based on 50% stock ownership \$2,645,695.25)		255,031.44	
Investments in and Advances to Sundry Small Subsidiary Companies:			
Investments—at cost, or equity based on stock ownership, whichever the lower (Equity November 30, 1935, \$545,506.80)		\$484,101.97	
Advances, less Reserve of \$23,181.82		345,000.00	829,101.97
Other Investments—at cost less Reserves of \$215,570.97		273,601.17	2,750,909.58
Property, Plant and Equipment (including closed plant at Milwaukee) at cost		9,404,956.43	
Less Reserve for Depreciation		5,592,983.12	3,811,973.31
Goodwill			1.00
	TOTAL		\$35,230,619.38
LIABILITIES:			
CURRENT LIABILITIES:			
Accounts Payable and Accrued Expenses			\$ 1,820,807.43
Distributors' and Dealers' Credit Balances			460,550.77
Federal Excise and Local Taxes			255,656.21
	TOTAL CURRENT LIABILITIES		\$ 2,537,014.41
RESERVES:			
SUNDRY RESERVES			111,621.77
RESERVE FOR CONTINGENCIES			1,000,000.00
CAPITAL STOCK:			
Common Stock without par value			
Authorized and Issued—2,730,000 shares			13,887,000.00
SURPLUS:			
Initial Surplus		\$ 839,908.99	
Earned Surplus		16,855,074.21	17,694,983.20
	TOTAL		\$35,230,619.38

OFFICERS



CHARLES W. NASH
Chairman of the Board

EARL H. McCARTY
President

C. HASCALL BLISS	HAROLD E. LONG
ROBERT F. HERRICK	N. ERIK WAHLBERG
ROBERT B. ELLIOTT	
Vice-Presidents	

GEORGE H. EDDY
Treasurer

HORACE J. MELLUM
Secretary

DIRECTORS

CHARLES W. NASH, *Chairman*

	JAMES T. WILSON	
ROBERT F. HERRICK	EMORY W. CLARK	HAROLD H. SEAMAN
C. HASCALL BLISS	SEWELL L. AVERY	EARL H. McCARTY
	FRED W. SARGENT	

INCOME AND SURPLUS ACCOUNTS
FOR THE YEAR ENDED NOVEMBER 30, 1935

Surplus, November 30, 1934			\$20,466,092.58
Sales of Automobiles, Parts and Other Merchandise, less returns	\$27,811,718.71		
Cost of Automobiles, Parts and Other Merchandise Sold, after charging Operating Expenses (Other than Depreciation), Maintenance of Physical Properties and Selling and Administrative Expenses	\$28,589,494.77		
Depreciation of Property, Plant and Equipment	621,256.33	29,210,751.10	
Net Loss from Operations		1,399,032.39	
Other Income, less Charges, including Depreciation of Non-Operating Property \$25,845.84		788,804.99	
Net Loss for Year	*	610,227.40	
Deduct Direct Credits to Surplus, Net:			
Dividends received from Seaman Body Corporation (50% owned)—paid from earnings of prior years	116,102.00		
Transfers from Reserves:			
Contingency Reserve	\$493,229.45		
Sundry Reserves	300,000.00	793,229.45	
Less:		909,331.45	
Reduction of Book Value of Treasury Stock to Market, November 30, 1935	\$125,700.00		
Adjustment of Investments in Subsidiary Companies to basis of cost, or equity based on stock ownership, whichever the lower	224,798.03		
Prior Period Adjustments	73,515.40	424,013.43	
Direct Credits to Surplus (Net)		485,318.02	
Reduction in Surplus during year before dividends			124,909.38
Cash Dividends on Common Stock	2,730,000.00		\$20,341,183.20
Less Dividends on Treasury Stock	83,800.00	2,646,200.00	
Surplus, November 30, 1935			\$17,694,983.20

*In accordance with the Company's practice, does not include the proportion of the operating results of Seaman Body Corporation (an Associated Company) and of sundry small Subsidiaries, wholly or partly owned. Reports furnished by officials of these companies show an aggregate net loss for the year, of which \$113,013.83 is applicable to the capital stockholdings of The Nash Motors Company.

THE NASH MOTORS COMPANY,
Kenosha, Wisconsin

We have made an examination of the Balance Sheet of The Nash Motors Company as at November 30, 1935, and of the statement of Income and Surplus for the year ended on that date. In connection therewith, we examined or tested accounting records of the Company and other supporting evidence and obtained information and explanations from officers and employees of the Company; we also made a general review of the accounting methods and of the operating and income accounts for the year, but we did not make a detailed audit of the transactions.

In our opinion, based upon such examination, the accompanying Balance Sheet and related statement of Income and Surplus fairly present, in accordance with accepted principles of accounting consistently maintained by the Company during the year under review, its position at November 30, 1935, and the results of its operations for the year.

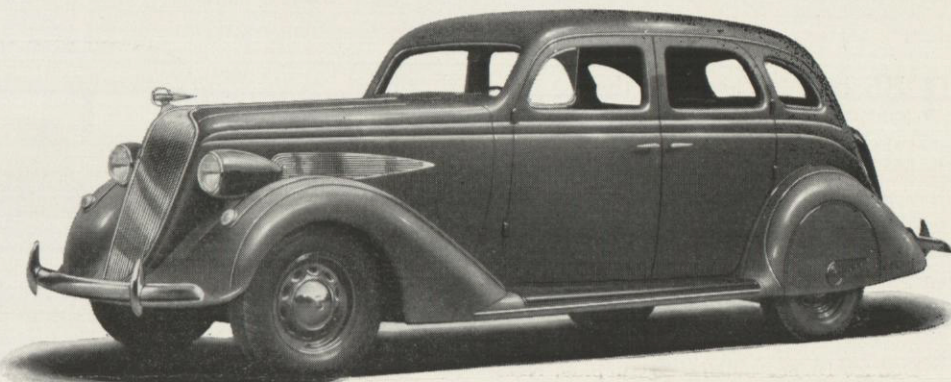
Milwaukee,
January 6, 1936.

PEAT, MARWICK, MITCHELL & Co.

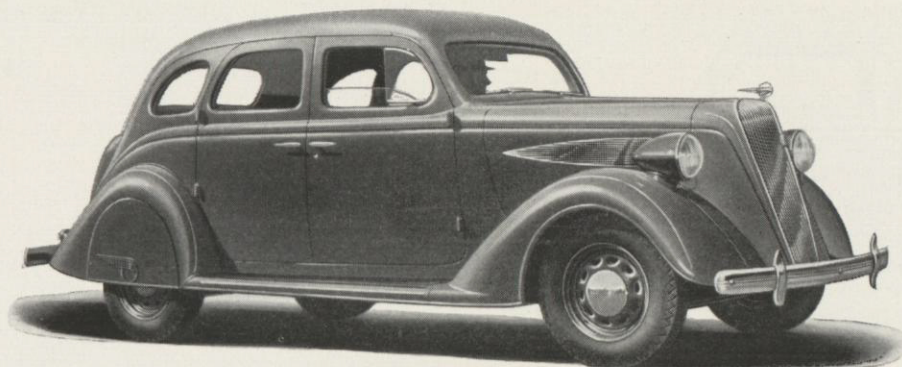
The new NASH *LINE for 1936*

THE NASH line for 1936 is headed by the Nash Ambassador, one of America's most distinguished motor cars — now selling for less than \$1000 at the factory.

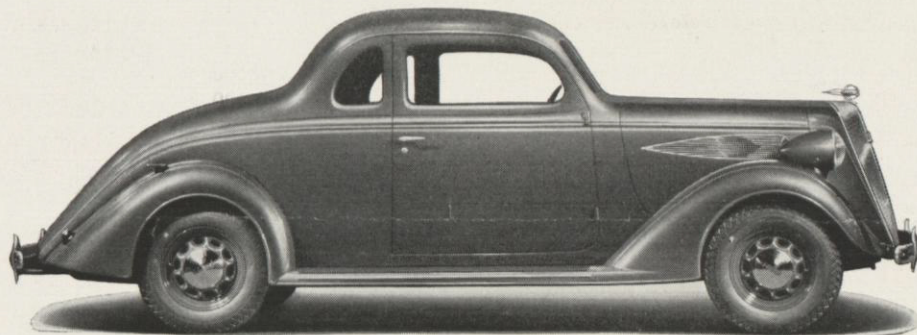
The Nash "400," with its amazingly economical new engine, brings thrilling performance and big-car roominess to the low-priced market.



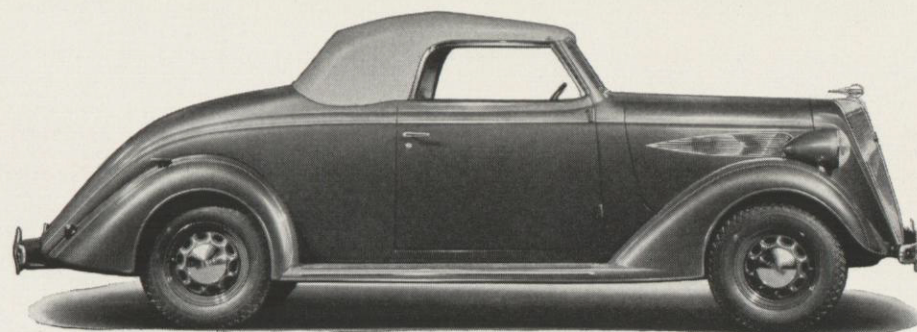
4 DOOR SIX PASSENGER
AMBASSADOR SEDAN —
with trunk, 125-inch wheelbase
The "6".....\$885
The Super 8.....\$995



NASH "400" DeLUXE
4 DOOR SIX PASSENGER
SEDAN
with Trunk\$790



NASH "400" DeLUXE
5 PASSENGER
COUPE
\$725



NASH "400" DeLUXE
5 PASSENGER
CONVERTIBLE
CABRIOLET
\$800

All prices f.o.b. factory.

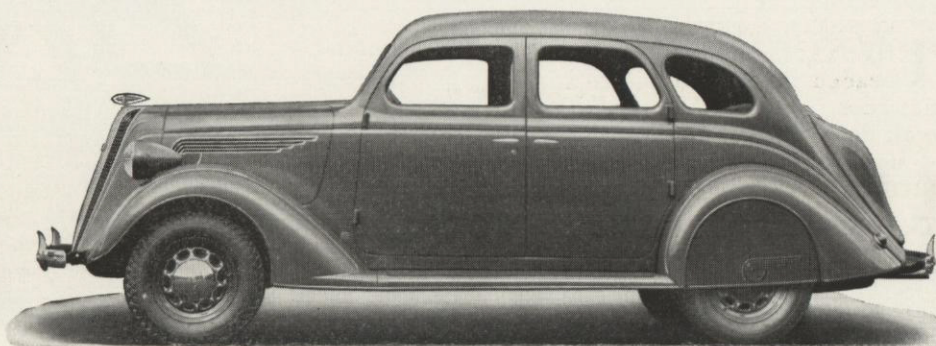
For other Nash and LaFayette models see 1936 catalogs.

The LAFAYETTE



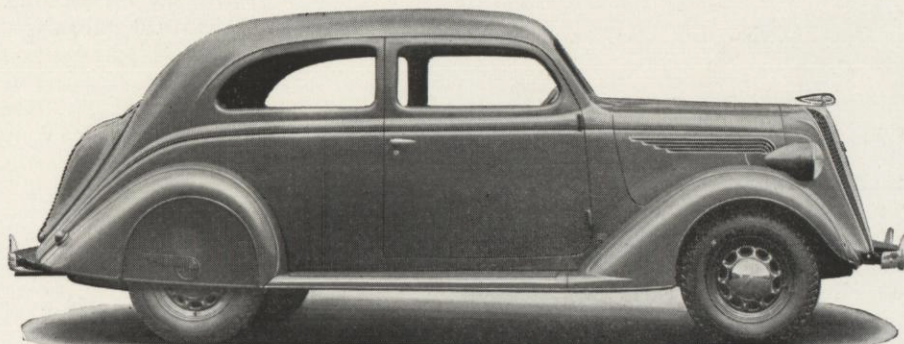
LINE for 1936

THE 1936 LaFayette is the roomiest, safest car ever offered in the lowest price field . . . and the only car in its price class that's engineered, powered and lubricated like the highest priced cars! With its new deluxe design and its handsome die-cast radiator grille, it is fast becoming a new favorite with low price car buyers



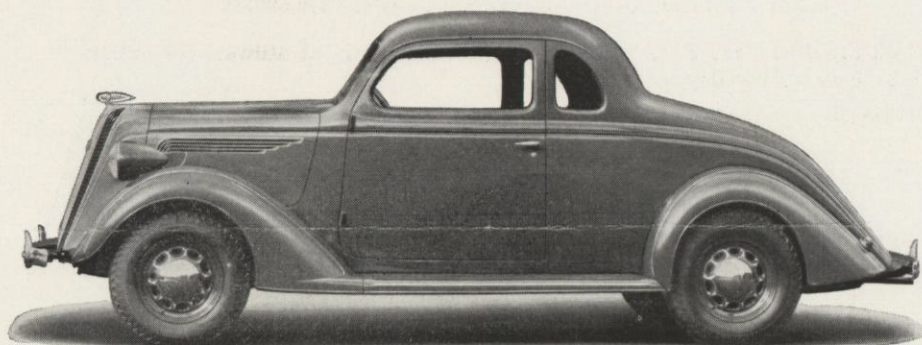
4 DOOR SIX PASSENGER
SEDAN

with Trunk\$700

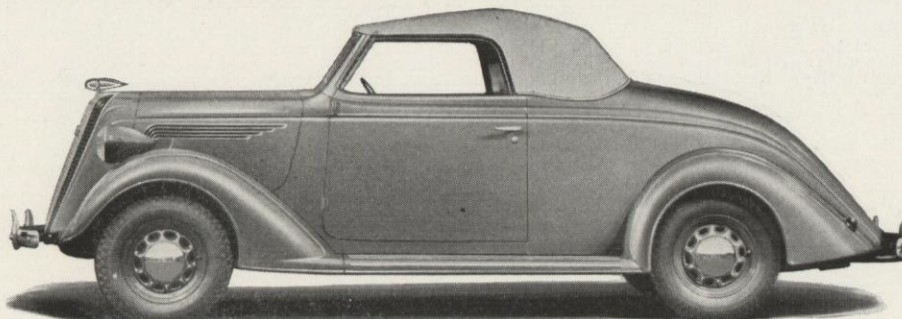


2 DOOR FIVE PASSENGER
SEDAN

with Trunk\$655



5 PASSENGER 5 WINDOW
COUPE
\$665



5 PASSENGER
CONVERTIBLE
CABRIOLET
\$740

All prices f.o.b. factory.

For other Nash and LaFayette models see 1936 catalogs.